COMPETITIVE STATES ANALYSIS CHART

Factor / Variable	ARIZONA State Phoenix		CALIFORNIA State Los Angeles		COLORADO State Denver		NEVADA State Las Vegas		NEW MEXICO State Albuquerque		TEXAS State Dallas		UTAH State Salt Lake		ILLINOIS State Chicago		MARYLAND State Baltimore	
ABOR bor Force (1) 2006	2,977,094	2,017,641	17,901,874	4,860,626	2,651,718	1,354,491	1,295,085	924,959	935,350	403,978	11,487,496	2,957,489	1,311,073	580,239	6,613,346	4,061,525	3,009,143	1,407,62
2000 % Change 2000 - 2006	2,505,306 18.8%	1,665,655 21.1%	16,857,578 6.2%	4,677,326 3.9%	2,364,990 12.1%	1,240,545 9.2%	1,062,845 21.9%	728,287 27.0%	852,293 9.7%	370,229	10,347,847 11.0%	1,917,605 54.2%	1,136,036 15.4%	521,145 11.3%	6,467,692 2.3%	4,014,703 1.2%	2,811,657	1,325,98 6.2
employment Rates (1) 2006 2000	4.1% 4.0%	3.6% 3.4%	4.9% 4.9%	4.7% 5.4%	4.3% 2.7%	4.4% 2.5%	4.2% 4.5%	4.1% 4.6%	4.2% 5.0%	4.0% 4.1%	4.9% 4.4%	4.8% 3.6%	2.9% 3.4%	2.9% 3.2%	4.5% 4.5%	4.4% 4.5%		4.1 3.8
oloyment Distribution by Industry - 2006 (2) Construction Manufacturing	9.32% 7.11%	9.76% 7.42%	6.28% 10.05%	3.85% 11.37%	7.43% 6.61%	7.75% 5.94%	11.31% 3.98%	11.89% 2.95%	7.28% 4.63%	7.96% 6.13%	6.12% 9.39%	5.84% 9.95%	7.98% 10.28%	7.30% 9.00%	4.68% 11.58%	4.64% 10.15%	5.31%	6.64 5.69
Transportation & Utilities Information Wholesale Trade	3.17% 1.70% 4.01%	3.40% 1.74% 4.60%	3.31% 3.16% 4.68%	4.08% 5.16% 5.54%	3.32% 3.34% 4.26%	4.08% 3.93% 5.33%	3.95% 1.20% 3.06%	3.79% 1.21% 2.57%	2.95% 1.95% 2.88%	2.68% 2.40% 3.39%	4.24% 2.25% 5.01%	3.72% 3.74% 6.23%	4.13% 2.72% 3.74%	4.80% 3.07% 4.80%	4.44% 1.98% 5.22%	4.71% 2.17% 5.51%	1.97% 3.69%	3.46 1.58 4.33
Retail Trade Finance and Real Estate Professional and Business Services	12.22% 6.95% 14.98%	12.05% 8.15% 16.95%	11.21% 5.76% 14.86%	10.41% 5.52% 14.63%	10.98% 7.12% 14.69%	10.27% 8.29% 16.45%	10.79% 5.17% 12.43%	10.65% 5.49% 12.55%	11.59% 4.32% 12.62%	11.18% 4.93% 16.13%	11.46% 6.34% 12.43%	10.43% 8.99% 15.77%	11.78% 5.98% 12.99%	10.98% 7.96% 15.96%	10.65% 6.40% 14.47%	10.00% 7.77% 16.77%	15.36%	11.0- 6.3 14.5
Other Services Government rage Hourly Manufacturing Wages (3)	24.97% 15.57%	23.73% 12.19%	24.34% 16.35%	24.96% 14.48%	25.97% 16.28%	24.24% 13.72%	36.28% 11.82%	38.88% 10.02%	27.47% 24.31%	25.14% 20.06%	25.40% 17.35%	23.03% 12.31%	23.25% 17.13%	21.21% 14.92%	26.24% 14.34%	25.91% 12.37%	27.61% 18.36%	29.50 16.89
2006 2000 % Change 2001 - 2006	\$14.88 \$12.78 16.4%	\$15.37 \$12.68 21.2%	\$15.95 \$14.26 11.9%	\$14.54 \$13.23 9.9%	\$16.58 \$14.82 11.9%	\$17.64 \$13.66 29.1%	\$15.47 \$13.85 11.7%	\$15.02 \$12.79 17.4%	\$14.06 \$13.26 6.0%		\$14.01 \$12.38 13.2%	\$13.90 \$12.38 12.3%	\$15.25 \$13.68 11.5%	\$16.13 \$13.41 20.3%	\$16.03 \$14.36 11.6%	\$15.77 \$14.13 11.6%	\$14.98	\$17. \$15. 13.5
nt to Work (4) Status Basis for Authority	Yes Constitutional		No		No		Yes Constitutional		No		Yes Legislated		Yes Legislated		No		No	
Manufacturing Unionization Rate	3.4%	3.9%	8.4%	7.5%	8.7%	3.8%	7.9%	10.0%	6.6%	7.1%	7.2%	6.8%	1.8%	2.7%	16.7%	18.4%	15.2%	11.6
kers Compensation Rates (5) Insurance Cost Index per \$100 Payroll State Rank (51=best)	\$1.73 46		\$4.13 2		\$2.40 29		\$2.36 30		\$2.41 27		\$2.84 17		\$2.06 38		\$2.69 20		\$2.03 40	
mployment Insurance Rates (6) Average Cost Per Worker State Rank (1=best)	\$140 3		\$238 24		\$170 5		\$726 47		\$372 38		\$243 28		\$381 40		\$357 35		\$204 12	
ary, Inventory & Hidden Taxes (6) Unitary Tax	No		Yes		Yes		No		No		No		Yes		Yes		No	
Inventory Tax Hidden Taxes Insurance	No Yes		No Yes		No Yes		No Yes		No Yes		Yes		No Yes		No Yes		Yes Yes	
Payroll/Employee Severance Rates (6)	No Yes		No Yes		No Yes		Yes Yes		No Yes		No Yes		No Yes		No Yes		No Yes	
Effective Property Tax Rate (per \$100) Corporate Income Tax Sales Tax (state and local components)	6.968% 5.60%	2.43% 2.50%	8.84% 7.25%	1.13% 2.00%	4.63% 2.90%	2.04% 4.82%	0.00% 6.50%	1.09% 1.25%	7.60% 5.00%	1.45% 1.59%	0.00% 6.25%	2.98% 2.00%	5.00% 5.75%	1.37% 2.10%	4.80% 6.25%	2.51% 2.75%	7.00%	1.12 0.00
re INCENTIVES ness Incentives (7) State Loans	Commerce and Economi	ic Development	IDB, Small Business	Financing Programs.	CDBG/Economic Deve	elopment	IDB, Nevada Revolvin	ng Loan Fund	Industrial Revenu	e Bonds	IDB, Texas Leverage	Fund, Capital	IDB, Industrial Assista	nce Fund for Rural.	Illinois Finance Auth	ority, Participation	Maryland Economic	Development
	Commission Loans and S Federal Programs, Priva	State Matches for	Infrastructure & Eco Bank	nomic Development	Commission Loans, Pr Bonds, Certified Capit (CAPCO) loans	rivate Activity		· •	w/Property & Gro Exemption, Small	ss Receipts Tax Business Loans, siness Loans, Film	Access Program, Lin Industrial Revenue B Development Loan P	ked Deposit, onds, Texas Industry	Corporate and Urban I Revolving Loans		Loan Program, Minor Disability Participation Access Program (CA Services Block Grant	rity, Women and on Loan, Capital P), Community	Assistance Authority (MEDAAF), Economic Opportunities (Sunny	and Fund c Development Day), Maryland
									Capital	uni, vontaro					Grants, Alternative E Demonstration Progr Modernization RLF, E	nergy R&D and ram, Manufacturing Business Dev. Public	Authority (MIDFA), L for ED, Small Busine (MSBDFA), Day-care	ocal RLFs, CDBG ss Loans e financing,
															Infrastructure Progra Dev. Program, Home Dev. Grants	am, Large Business land Security Mkt.	Maryland Economic Maryland Venture Fu	
Enterprise Zones Benefits	Yes Income Tax Credits, Pro Reductions	perty Tax	Yes Sales and Hiring Tax Reductions of Local I Permit Processing	Credits, Waivers or Fees, Expedited	Yes Income Tax Credits, L Rebates	ocal Property Tax	No		No		Yes State Sales Tax Refu Tax Abatement and S Reduced Utilities		Yes Income Tax Credits		Yes Income Tax Credits, Abatement	Property Tax	Yes Income and Property	/ Tax Credits
Tax Credits & Exemptions	R&D, Accelerated Depre	eciation on	R&D, Enterprise and	LAMBRA (military	Childcare Programs, F	Alternative Fuel	Personal Property Ta	x Abatement, Payroll		and Tech Jobs,	Capital Investment, J	lob Creation,	Aerospace/Aviation D	evelopment Zones,	Property Tax Abatem	nent, EDGE Program	Job Creation, R&D, N	
	Equipment, FTZ (Propert Pollution Control Equipm Reuse, Small Business Healthy Forest Enterpris	nent, Military Capital Investment,	reuse) Zones, Econo Rate for electric from	mic Development n SCE and PG&E	Vehicle Purchase, Sci Expenditures, Rehabil of Historic Buildings, S Contributions, R&D, M	itation/ Restoration Scholarship	Tax Abatement, Rene Abatements, Pollution Equipment, Industrial Materials, Sales Tax	n-Control Fuels and Raw	Welfare to Work credit), Personal Exemption, Cultur Ag Production, Fi	Property Tax al Preservation,	Property Tax Abatem Zones and Industrial Pollution Control, End Conservation, Machi	Districts, R&D, ergy & Fuel	Economic Developmer Trade Zones, R&D, Ma Equipment, Tax-Increr Recycling Zones	anufacturing	(Credits for Jobs and Energy and Fuel Con- Increment Financing Equipment	servation, Tax	Equipment, Compute Redevelopment & Re Brownfields, Fuels u Manufacturing, Tran	evitalization, sed in
	Picture Production, Sola Excise Tax in lieu of real	ır Energy, Lease			Equipment, Fuels and Property Tax Rebates	Electricity, Local	Deferment Deferment	Abdition of	Childcare Program Energy Prod, Aero Rural Software, N	ms, Renewable ospace, R&D, //fg. Equipment,	Conservation, Machi Defense Economic R Electric used in Man	eadjustment, Gas & ufacturing	nooyomig 20100		Equipmont		Manaraota mg, Tran	oportution Equipme
									Web Hosting, Tel	emarketing								
Job Training			Customized Training,	, Employment	Colorado First Custom	iized Training												
CATION	Customized Training, Jo through Arizona Job Tra	b Training Grants ining Program	Training Panel (ETP) reimbursements	training costs (Program , Colorado Ex Training Program	cisting Industry	Train Employees Now Training	v (TEN) Customized	Job Training Ince Customized Train	ntive Program for ing	Skills Development F Training, Self-Sufficion		Custom Fit Training, SI Intensive Training	nort Term	Dislocated Workers Training Investment	Program, Employer Program (ETIP)	Maryland Industrial Partnership for Work	Training Program, cforce Quality Grant
nber of Educational Facilities (8) 2 year institutions / enrollment 4 year institutions / enrollment		24/141630 17/68818		39/339686 48/190476		10/46745 16/59824		10/40987 8/36020		6/27,476 2/19224		14/82462 23/90551		6/27987 6/82066		26/201422 47141761		6/46,94 18/5612
T I Mean Score (9) rrent Expenditures Per Student (10)	1,556 \$6,184	\$7,083	1,520 \$8,054	\$10,274	1,670 \$7,826	\$8,950	1,487 \$6,804	\$8,472	1,649 \$7,834	\$8,026	1,484 \$7,246	\$6,329	1,667 \$5,312	\$6,182	1,786 \$8,896	\$10,865	1,511 \$10,031	\$8,97
il-Teacher Ratio (10)	21.3	22.2	21.1	22.1	17.0	18.1	19.1	34.2	15.0	•	15.0	14.9	22.6	22.3	16.0	17.0		15
ANSPORTATION & UTILITIES astructure (11) Air Service																		
Enplanements (2006) Cargo (000 pounds)		20,315,544 1,556,032		29,372,272 5,853,277		20,799,886 1,525,922		21,402,676 516,612		3,169,861 648,927		24,914,684 2,961,222		10,601,918 1,179,140		36,720,005 4,824,116		9,829,43 514,99
very Cost (12) Motor Freight to: Chicago		\$2,244		\$2,856		\$1,253		\$1,839		\$3,272		\$1,159		\$3,390				\$7
Dallas Los Angeles Rail Freight to:		\$1,433 \$540		\$1,854 		\$1,824 \$1,130		\$2,115 \$535		\$827 \$865		\$1,818		\$2,087 \$1,118		\$1,854 \$2,856		\$1,8 \$3,1
Chicago Dallas Los Angeles		\$3,646 \$2,542 \$1,295		\$3,977 \$3,709 		\$3,359 \$2,714 \$2,476		\$5,546 \$5,273 \$2,781		\$2,974 \$2,124 \$2,268		\$2,105 \$2,876		\$4,600 \$4,364 \$2,948		\$2,875 \$3,149		\$3,6 \$6,4 \$6,7
Airfare to: Chicago Dallas		171 279		219 219		159 187		138 218		237 \$137		170		\$220 \$239		 \$170		\$1 \$1
Los Angeles ctric Rates (cents/per kwh) (13)		119				199		118		\$197		219		\$199		\$219		\$2
Commercial (500kw, 180,000 kwh, 50% load factor) Industrial (1,000kw, 650,000 kwh, 90% load factor) ural Gas Rates (\$ per 1,000 cubic feet) (14)		8.24 6.56		13.6 11.3		7.38 5.27		7.97 7.43		7.16 5.92		8.01 4.64		6.22 4.62		11.85 10.82		14 13.8
Commercial Industrial	\$12.73 \$10.52		\$10.22 \$9.12		\$7.82 \$9.90		\$12.11 \$11.69		\$10.17 \$8.48		\$10.09 \$7.16		\$8.29 \$7.02		\$10.87 \$10.63		\$12.00 \$11.80	
PULATION / DEMOGRAPHICS pulation (15) 2006	6,305,210	4,092,550	36,457,549	9,948,081	4,753,377	2,408,750	2,495,529	1,777,539	1,954,599	816,811	23,507,783	4,019,499	2,550,063	1,067,722	12,831,970	7,929,775	5,615,727	2,658,405
2000 % Change 2000 - 2006 Annual Net In-Migration 2006 (16)	5,130,632 22.9% 161,649	3,251,876 25.9% 121,269	33,871,648 7.6% -21,389	9,519,338 4.5% -89,177	4,301,261 10.5% 51,406	2,109,282 14.2% 24,047	1,998,257 24.9% 65,593	1,375,765 29.2% 53,684	1,819,046 7.5% 14,227	729,649 11.9% 13,496	20,851,820 12.7% 344,515	3,451,226 16.5% 75,844	2,233,169 14.2% 24,227	968,858 10.2% 7,443	12,419,293 3.3% -7,200	7,550,696 5.0% -8,743	5,296,486	2,552,994 4.1% -3,783
L ESTATE strial (17)																		
Inventory (Sq. Ft.) Vacancy Rate Standard Lease Rate (Per Sq. Ft. Per Year)		239,470,893 7.4% \$5.00-\$8.00		965,470,700 3.7% \$6.00-\$12.00		226,226,138 6.4% \$2.50-\$6.50		94,741,497 3.1% \$4.68 - \$10.08		32,961,897 6.3% \$4.00 - \$7.00		605,839,656 10.7% \$2.60-\$7.00		118,803,115 6.5% \$1.80-\$5.52		1,210,943,788 8.8% \$2.55-\$6.00		87,354,000 12.5 ⁵ \$4.00-\$6.5
R&D Lease Rate (Per Sq. Ft. Per Year) Improved Land Price (Per Sq. Ft.) ce (Class "A" and "B") (17)		\$11.50-\$18.50 \$3.50-\$10.00		\$14.00-\$16.00 \$30.00-\$42.00		\$5.00-\$10.00 \$2.00 - \$6.00		\$11.40-\$14.00 \$10.00-\$17.00		\$6.50-\$12.00 \$3.50 - \$8.00		\$5.50-\$12.00 \$1.60-\$5.00		\$3.00-\$9.00 \$2.45 - \$5.00		\$6.00-\$12.00 \$2.50-\$7.00		\$6.00-\$18.00 \$2.30-\$12.60
ce (Class "A" and "B") (17) Inventory (Sq. Ft.) Vacancy Rate Average Lease Rate (Class A, Per Sq. Ft./Year)		65,144,136 11.9% \$19.26 - \$23.00		250,549,700 10.1% \$27.00 - \$32.00		103,249,327 13.3% \$16.00 - \$26.00		35,507,762 8.0% \$27.00-\$31.08		12,580,065 12.5% \$16.50 - \$19.50		216,433,923 20.5% \$16.91-\$23.25		26,905,956 11.5% \$15.53 - \$22.88		231,040,648 17.0% \$19.00-\$32.00		55,183,807 11.49 \$19.50 - \$24.00
ALITY OF LIFE t of Living (18)																		
(U.S. Average = 100) dian Price-existing home sales (19) ne Rate per 100,000 population (20)		101.7 \$264,800		145.2 \$593,000		102.3 \$255,200		109.0 \$307,900		97.6 \$199,600		92.5 \$156,500		100.4 \$233,100		111.7 \$283,200		119. \$293,700
Violent Crime		515.0 5.236.0		663.0 2.860.5		444.3 4.457.0		674.9 4.613.0		838.9 4.914.4		682.4 5.196.4		300.9 5.482.6		638.6 3 351 3		837. 3.467.

Source / Notes:

Property Crime

January Temperature (high/low)(22)

July Temperature (high/low)(22)

Sunny Days Per Year (21)

- (1) Bureau of Labor Statistics, Local Area Unemployment Statistics, 2007. (2) Bureau of Labor Statistics, State and Area Employment, Hours, and Earnings, 2007.
- (3) Bureau of Labor Statistics, Current Employment Statistics, 2006 Annual Average. (4) National Right to Work Legal Defense Foundation; Bureau of National Affairs, "Union Membership and Earnings Book", 2006. (5) Oregon Department of Consumer & Business Services, Research & Analysis Section, "Oregon Workers' Compensation Premium Rate Ranking Calendar Year 2006.
- (6) Research Institute of America, "2007 All States Tax Handbook"; State departments of revenue, 2007. (Unemployment insurance cost based on average of rates paid by new employers and taxable wage base in each state)
- (7) Area Development On-Line, 2007; Arizona Department of Commerce, 2007.
- (8) Peterson's Guide to Two Year Colleges, 2007; Peterson's Guide to Four Year Colleges, 2007. (9) College Entrance Examinations Board, Fall 2006 College Bound Seniors. Mean score includes math, reading and writing sections.
- (10) National Center for Education Statistics, Common Core of Data, 2003-2004.
- (11) Federal Aviation Administration Passenger Boarding and All Cargo Data, CY 2006. (12) Freightquote Web Site, rate quote based on full truckload, dry van; Burlington Northern Santa Fe Railroad Web Site, rate quote for boxcars <= 52 ft 8 in & ValueTrax 60ft insulated boxcars; CSX Web Site, rate quote for boxcars; FareCompare Website, prices are based on lowest round trip fares for August 2007 (used "total price").

295

65/38

104/78

5,236.0

(13) Edison Electric Institute, Typical Bills and Average Rates Report, Winter 2007 (annualized rates effective 1/1/07). Rates are for the following utilities: Arizona Public Service, Southern California Edison, Public Service of Colorado, Nevada Power, PNM, Southwestern Public Service, PacifiCorp, Commonwealth Edison, Baltimore Gas & Electric. The APS typical bills do not include a 9% average increase resulting from an interim rate adjustor that will be in effect from May through December 2006.

258

68/49

84/65

2,860.5

246

43/16

88/59

4,457.0

300

57/34

106/76

4,914.4

283

47/22

93/64

4,613.0

233

56/34

96/74

5,196.4

- (14) Energy Information Administration, Natural Gas Monthly, April, 2007. (15) Census, 2000; Census Bureau, 2006 "Annual Estimates of Population for Counties"; AZ Department of Economic Security, 2007. (Phoenix includes population for Maricopa and Pinal Counties.) All metro areas based on Dec. 2005 Census definitions. (16) Population Division, U.S. Census Bureau, "Annual Estimates of the Components of Population Change for the United States and States: July 1, 2005 to July 1, 2006". (17) CBRE Local Market Reports for 1st Quarter 2007; NAI Global Quarter 1, 2007; Colliers Local Market Reports, 4th Quarter 2006.
- (18) ACCRA, Cost of Living Index, 1st Quarter 2007.
- (19) National Association of Realtors, 2nd Quarter 2007. (20) Federal Bureau of Investigations, Uniform Crime Report, 2005. (21) Frommer's Cities Ranked & Rated, 1st Edition, 2004.

(22) Economic Research Institute, Geographic Reference Report 2007.



3,351.3

29/13

84/63

205

40/23

87/67

3,467.7

232

36/19

92/64

5,482.6

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